October 14, 1991

TO: Keith and Christine

Hey! I'm puzzling about our cash flow in the next few months.

What's the status of A/R from distributors. Can we shake some cash loose there? As I recall, A/R's are up this year.

The AD's who had 100 days at last shipment - and were only at 90, are now at 120-140.

Chris - can you create an aging report (or just a listing, if not) on these receivables? It seems that would be a good place to start looking at this. Can you do that this week, then you, Keith and I can meet next week to strategize?

Please let me know on Tuesday. Thanks.

Kelly